



Berkeley
Real Estate Club

Newsletter

2nd Half of September 2009

Table of Contents

- [General Announcements](#)
 - [Real Estate Speaker Series](#)
 - [Fisher Center Policy Advisory Board Meeting: Pebble Beach](#)
 - [Upcoming BREC Organized Events](#)
 - [BBQ Dinner and Drinks](#)
 - [Real Estate Career Panel](#)
 - [ULI & NAIOP Joint Event: How to Maximize Your Membership](#)
 - [Financial Modeling for Energy Efficiency in real estate with Mark Jewell](#)
 - [Tishman Speyer Visit](#)
 - [ACRE News and the Career Corner](#)
 - [Disclaimer](#)
 - Internship Opportunity: Union Bank Community Finance
 - Company Presentation: CIM Group
 - Full-Time Opportunity: Tishman Speyer
 - Full-Time Opportunity: Starwood Capital
 - [Upcoming Industry Organized Events](#)
 - [Industry Event Disclaimer](#)
 - [Urban Land Institute – San Francisco](#)
 - [ULI Event Registration](#)
 - [ULI Event Ticket Requests](#)
 - [ULI SF Joint Event with West Coast Green](#)
 - [Learn From The Best VIII](#)
 - [SF Brownbag: The Only Game In Town – Financing Your Project with HUD Loans](#)
 - [2009 ULI Fall Meeting & Urban Land Expo](#)
 - [NAIOP](#)
 - [A Perspective of Six Recessions: A Conversation with Bay Area Real Estate Legend, Bill Wilson](#)
 - [United States Green Building Council \(USGBC\)](#)
 - [USGBC Website](#)
 - [Residential Green Building Mixer](#)
 - [Other Announcements](#)
 - [BREC Calendar Look-Ahead \(October, November, December\)](#)
 - [GSMI Event: The Sustainable Buildings Series: Retrofits](#)
-

General Announcements:

Real Estate Speaker Series!

Mondays
4:00 – 6:00 pm
Hass School of Business, C335

Here is the speaker line-up for the next few weeks:

September 28th - Amy Neches / Fred Blackwell – San Francisco Redevelopment Agency (Public Private Partnerships, SF Market)
October 5th - Stuart Schiff – CEO of Divco (Office Development)
October 26th - Brad Wiblin – VP of Bridge Housing (Affordable Housing Development)

For any questions, contact ari_frankel@mba.berkeley.edu or evan_schwimmer@mba.berkeley.edu.

Fisher Center Policy Advisory Board Meeting: Pebble Beach

October 14-16, 2009
Pebble Beach, CA

This announcement comes to us courtesy of the Fisher Center's Mary Corley:

As many of you know, the Fisher Center's *Policy Advisory Board* meets twice a year at Pebble Beach to discuss industry trends and hear from noted experts on economic and public policy matters. This private meeting is held for our board, faculty associates and a few guests invited by the Fisher Center. Our fall 2009 meeting begins the evening of October 14th and concludes at lunch on Friday, October 16th.

This fall we would like to continue our tradition of inviting exceptional graduate students in real estate to our meetings. This is an excellent opportunity to meet with the leaders of the industry. Student attendance is limited to ten for the entire meeting. We give priority to those who meet the following criteria and have not attended in the past. Invitation preference will be given to:

1. a second year student seeking a career position in real estate;
2. does not currently have a job offer;
3. committed to the field of real estate (demonstrated by coursework, summer position, Challenge experience, activity in BREC);
4. in excellent academic standing (GPA);
5. able to attend a mandatory Policy Advisory Board orientation;

If you are interested in attending, please send an email to Evan Schwimmer evan_schwimmer@mba.berkeley.edu and include your resume (or a link) and a list of real estate-related classes you are currently enrolled in or which you have taken. Also please

confirm that you have not yet attended a board meeting. Please respond as soon as possible and no later than September 25th.

Once we have determined which students we are able to invite, we will send a note confirming your attendance. Please note: we will have an orientation meeting with mandatory attendance for all invited students prior to the board meeting (scheduled the week of October 5th). We also ask that students help prepare board meeting nametags on Monday morning, October 12th.

Students will be required to make their own lodging reservations in Monterey, (Pacific Grove, Carmel, etc.). A travel stipend will be given for lodging and ground transportation. The Center will host students' meals during the meeting.

Thank you for your attention. We look forward to including many of you in our Board meeting.

Upcoming BREC Organized Events:

BBQ Dinner and Drinks

Thursday September 24th
6:00 pm
Ari Frankel's House
1331 Arch Street
Berkeley, CA

Come eat, drink, and get to know your BRECmates better than you already do while enjoying views of the Golden Gate Bridge, premium beverages, and hot food off the grill. If you have any questions or would like to help please contact Meredith Hoffmann (Meredith_hoffmann@mba.berkeley.edu).

Real Estate Career Panel

October 12, 2009
S480 (t)
12:30 – 2:00 pm

This panel will feature our real estate Career Coaches who will guide us through a discussion of real estate careers. Bring your lunch for this brownbag event.

How to Maximize Your ULI and NAIOP Memberships

Wednesday September 30, 2009
S335
12:30 – 2:00 p.m.

The Urban Land Institute in the Bay Area has an extremely loyal and active following. Come and learn how to maximize your student membership. Details on this event will be forthcoming from BREC Co-Presidents Evan Schwimmer and Ari Frankel.

Financial Modeling for Energy Efficiency in Real Estate with Mark Jewell

October 8, 2009
C220
7:00 – 9:00 p.m.

Come learn from all about financial modeling and energy efficiency in real estate from Mark Jewell. Mark is an industry expert and normally charges hundreds of dollars for his seminar, but is providing it to BREC members for free. In addition, dinner will be provided so be sure to come out! Mark's website is www.realwinwin.com in case you want to learn more about what Mark will be teaching us.

Tishman Speyer Visit

Friday October 9th, 2009
One Bush Street, Suite 450
San Francisco, CA 94104
2:00 pm

Don't miss this visit with world-wide real estate giant Tishman Speyer here in their San Francisco office! This visit will include an asset tour as well as a sit-down conversation to learn about the company and give students the opportunity to ask questions. We will be visiting with recent Haas alumni that work in the San Francisco office.

Please be aware that Tishman Speyer is planning to post both internship and full-time opportunities to BREC, so this is a great opportunity to interact and network with the company.

ACRE News and the Career Corner:

Disclaimer

All of the opportunities listed below have been circulated previously via CareerNet, direct mail from Cathy Garza, and/or direct mail from other BREC members. The opportunities below have all been circulated within the past month; however, it is possible they have expired. Please undertake adequate research into these opportunities before applying.

Internship Opportunity: Union Bank Community Development Finance

Wednesday, September 23, 2009
12:30 – 2pm, C220
Pizza lunch provided.

Union Bank's Community Development Finance group will be on campus to provide information on IMMEDIATE internship opportunities with possible conversion to Full time. Please sign up in CareerNet OR send Cathy an email letting her know you will attend. All grad students interested in real estate are invited and encouraged to attend.

Union Bank Community Development Finance makes loans and investments in affordable housing throughout the United States. Its developments serve low- to moderate- income

populations, providing housing and services for working families and individuals with special needs such as farmworkers, the homeless and seniors. Founded in 1995 out of Union Bank's Walnut Creek office, Community Development Finance has a staff of more than twenty with offices in Northern and Southern California, Washington, D.C., and Seattle, Washington. Since its founding, the division has provided more than \$3 billion in financing for affordable housing, resulting in more than 25,000 units. In a typical year, Community Development Finance makes more than \$500 million in loans and investments, creating 50 new communities.

Company Presentation: CIM Group

Wednesday, Oct. 7, 2009
12:30 – 1:30 p.m.
Faculty Club – Howard Room.

All graduate students interested in real estate finance are invited to attend. Please sign up in CareerNet. CIM will be on campus to recruit for a full time Associate, Investments position on Oct. 27, and back in the spring to recruit for interns.

CIM Group is a premier real estate fund manager that makes private equity and/or debt investments in urban communities throughout North America, utilizing its full array of investment and operational expertise to maximize returns while mitigating risk.

Full-Time Opportunity: Tishman Speyer

Monday, Oct. 19.

Resume deadline for a full time Associate position (through CareerNet). Graduating students only. Tishman will likely be on campus in the spring for internship recruiting. If interested in Tishman, be sure to attend the Site tour/info session on Oct. 9 at 2pm.

Full-Time Opportunity: Starwood Capital

Monday, Sept. 28.

Resume deadline for a full time Associate position (through CareerNet). Graduating students only.

Upcoming Industry Organized Events:

Disclaimer on Industry Events

BREC Leadership would like the newsletter to be a quick and easy source for BREC members looking for networking and learning opportunities in the Bay Area. To that end, the events most likely to be included in the newsletter will be in the East Bay, Peninsula, or South Bay. For a more complete listing of industry events, we encourage BREC members to check these organizations respective web sites regularly.

Urban Land Institute – <http://www.ulisf.org/>

NAIOP – <http://www.naiopsfba.org/>
USGBC – <http://www.usgbc-ncc.org/>
BOMA – <http://www.bomasf.org/>

Urban Land Institute – San Francisco

ULI Event Registration

BREC Members should keep in mind that ULI events require registration. While the BREC newsletter will keep you updated on the details of the events, you must register through ULI to attend and pay any necessary fees. You can check ULI's website to register or call Customer Service at 800-321-5011.

ULI Event Ticket Requests

For ULI event requests that explicitly say Sponsor Tickets are available please send requests to bao_vuong@mba.berkeley.edu in the following format (including the headings):

Event Name:
Event Date:
Name:
Company Name: Haas School of Business
Address:
Phone:
Email:

Please note that Young Leaders Group (YLG) events are NOT available for free tickets.

ULI SF Joint Event with West Coast Green

Thursday October 1, 2009
Fort Mason Center, San Francisco, CA
8:30 a.m. – 4:00 p.m.

Urban Land Institute San Francisco (ULI) is proud to partner with West Coast Green – the largest interactive conference on green innovation for the built environment. With this alliance, your Urban Land Institute San Francisco (ULI) membership allows you a 20% DISCOUNT OFF OF A FULL CONFERENCE PASS to West Coast Green 2009!

By registering for the full conference, you also are invited to the After Party at the Academy of Sciences! Enjoy an evening of dancing, libations, and music under the swooping living roof of the largest LEED Platinum-rated public building and greenest museum in the world.

[Register now with your discount by clicking here!](#)

Your pass includes access to all Keynotes, Leadership Summits, Education and Networking Sessions and the Tradeshow Floor.

Join the community of 14,000 international innovators and entrepreneurs at West Coast

Green, returning to San Francisco at the Fort Mason Center October 1-3, 2009, and collaborate to turn passion into action and transform the built environment.

The West Coast Green experience is a feast of innovations, ideas and opportunities designed to expand your business, widen your vision, and stimulate your thinking with the latest best practices and key players in building, business and design:

- * Interactive sessions and summits on topics including Smart Systems, Clean Tech Innovations, The New Energy Economy, Social Innovations and more!
- * Design Charrettes and Conversation Salons facilitated by industry experts that tackle real-world issues and create valuable connections tinyurl.com/
- * Top speakers who share their technical knowledge, on-the-ground expertise, and visionary wisdom while inspiring action and change tinyurl.com/nvwxon/
- * Expo floor featuring over 300 companies showcasing the most current products and technologies; innovations so new that they have yet to hit the market tinyurl.com/lyb5wv/

Discover what inspires you to create change.

[Register now with your discount by clicking here!](#)

October 1-3, Fort Mason Center, San Francisco CA

westcoarstgreen.com

Also, step into the Urban Land Institute San Francisco (ULI) Networking Cafe at West Coast Green 2009 and let more than your morning java wake you up while conversing with like-minded attendees. Join us at 8:00 am on Thursday, October 1st for 45 minutes of interactive conversation and invaluable connections. Come prepared to network and learn as much as your mind can at 8:00 in the morning!

Learn from the Best VIII

October 1, 2009
555 Mission Street, 33rd floor
San Francisco, CA
5:30 – 7:30 pm

The Learn from the Best (LFTB) Guest Mentor series has been one of the most successful programs in the San Francisco District Council since it was launched in Fall 2005. LFTB was created by the San Francisco Young Leaders Group (YLG) and is now being implemented by YLG chapters across the country. The premise is simple: take 100 Young Leaders and 15 senior regional real estate veterans, pair them into groups of 10, and let them chat for 20 - 25 minutes about informal topics such as tips on success, the state of the industry, trends, etc. Young Leaders rotate tables a total of three times, allowing for a broad mix of insights. The result is a mutually rewarding experience, but one which allows the next generation to learn from the pros.

Costs

Young Leader (under 35)
Member \$25/ Non-member \$35

Student Members
Member \$15/ Non-member \$25

Unemployed YLG
Member \$10/Non-member \$20

LFTB Mentors

David Baker, David Baker Associates
Luis Belmonte, Seven Hills Properties
Alan Billingsley, RREEF
Henry Bullock, Menlo Equities, LLC
Sean Cooley, Cooley Development Partners
David Cropper, TMG Partners
Jim Ellis, Ellis Partners
Bob Gille, CBRE
Jim Heid, UrbanGreen
Chris Meany, Wilson Meany Sullivan
Mary Murtagh, EAH
Susan Sagy, W3 Partners
Tim Tosta, Luce, Luce, Forward, Hamilton & Scripps
Steven Van Dusen, Eastdil Secured
John Williams, Carmel Partners

Please login to register online or call Customer Service at 800/321-5011.

SF Brownbag: The Only Game In Town; Financing Your Project with HUD Loans

October 14, 2009
CB Richard Ellis offices
101 California Street, 44th Floor
San Francisco, CA
12:00 pm – 1:15 pm

Brownbag lunches provide an opportunity for an informal interchange in an intimate setting with a local real estate leader who will discuss hands-on real estate issues, for ULI members only. There is no cost and attendees provide their own lunches.

The Only Game in Town: Financing your Project with HUD Loans

Patrick McNerney
Officer
Martin Building Company

Margaret Salazar
Chief of Insured Production, Western Region
HUD

With the economy still uncertain and banks faltering, it has become nearly impossible to

finance new construction projects, especially market rate residential. Today, government insured HUD loans remain one of the only viable solutions. HUD loans can be a ideal option to finance your project for many reasons, including high LTV ratios and the security of the Federal government insuring your loan. Following the change in statutory limits and other regulatory changes, HUD loans have become great financial tools for market-rate residential deals and developments involving Low Income Housing Tax Credits. Come hear from Margaret Salazar, Chief of Insured Production at U.S. Department of Housing and Urban Development for the western region and developer Patrick McNerney of Martin Building Company for an owner's perspective.

Wednesday, October 14

12-1:15pm

Location:

CB Richard Ellis

101 California St., 44th Floor

San Francisco

Registration is limited to 50 participants. Free for ULI Members Only.

Questions? For questions about registration or special needs requests, please call ULI Customer Service at 800-321-5011

Note: If you wish to register someone in addition to yourself, please use the PDF registration form and fax their registration to 410-626-7148, or call ULI Customer Service at 800-321-5011.

[To register, please login here or call Customer Service at 800-321-5011](#)

2009 ULI Fall Meeting & Urban Land Expo

November 3-6, 2009

Moscone South, San Francisco, CA

BREC members! Attached to this email as a pdf you will find a special registration form to receive the special BREC student discount to the ULI Fall Meeting. We are quite fortunate to have this meeting in our backyard at San Francisco's Moscone Center. The regular student admission is \$250 (\$450 after October 7th), but thanks to Mary Corley and the Fisher Center, BREC members can now attend for \$125!

The 2009 ULI Fall Meeting and Urban Land Expo is the premier real estate industry event and your gateway to the future. This is the place where top decision makers share survival strategies and solutions for dealing with today's issues, and hear about the trends and opportunities that will give them a competitive edge in the future.

What makes the 2009 ULI Fall Meeting different?

More opportunities to build relationships with prospective clients, business partners, and employers. This year's Fall Meeting program is designed to include roundtable discussions and interaction where you can talk strategy and prospects with investors, developers, consultants, architects, and brokers. Additional networking time has been built in, so you can make all the right connections.

Every session offers specific take-home value that you can apply to your business —real deals and on-the-ground solutions that you can use today, and the forecasts you need to create strategic directions for the future.

NAIOP

A Perspective of Six Recessions: A Conversation with Bay Area Real Estate Legend Bill Wilson

October 22, 2009
11:30 a.m. – 1:30 p.m.
Four Seasons / Silicon Valley
2050 University Avenue, East Palo Alto

As founder of both William Wilson & Associates and Webcor Builders, Bill Wilson has been one of the San Francisco Bay Area's pre-eminent commercial developers for more than four decades. Now an active private investor, Bill serves Wilson Meany Sullivan in an advisory capacity. He is a member of the board of directors of the Presidio Trust, a trustee of both the California Academy of Sciences and The Lawrenceville School, and an emeritus director of the Stanford University Department of Athletics Investment Fund. Bill holds a bachelor of science in engineering from Stanford University.

REGISTRATION REQUIRED.

US Green Building Council (USGBC)

USGBC Website

The US Green Building Council currently has a variety of events listed on their website. Many of these include LEED Exam preparation. As other events of interest (workshops, speakers, etc) come up they will be listed in this section of the newsletter.

For all other events and materials please visit the USGBC's Northern California Chapter website: <http://www.usgbc-ncc.org/>

Residential Green Building Mixer

October 14, 2009
401 Willie Stargell Avenue at Coral Sea Street
Alameda, CA
6:00 pm – 9:00 pm

It's that time of year again! The USGBC-NCC Residential Green Building Committee is hosting its annual networking event. This is your chance to meet others in the residential green building community, enjoy refreshments, and take a tour of a LEED for Homes development.

The event will be hosted at Shinsei Gardens, a new affordable multifamily development seeking LEED for Homes Platinum and GreenPoint Rated certification.

Refreshments will be served, and the evening will include a tour of the Shinsei Gardens development.

REGISTRATION REQUIRED.

Other Announcements:

BREC Calendar Look-Ahead

Below is a table with a BREC Calendar look-ahead for October, November, and December. Keep these dates open so that you can get the most out of your BREC membership.

<u>Month</u>	<u>Date</u>	<u>Event Name</u>	<u>Time</u>	<u>Location</u>
October	1-3	West Coast Green	All Day	Fort Mason
	5	Speaker Series (Stuart Schiff)	4:00-6:00pm	C335
	8	Real Estate / Sustainability Finance Seminar	7:00-9:00pm	S489
	9	Tishman Speyer Visit (proposed)	2pm	Tishman Office
	14-16	Policy Advisory Board Meeting	NA	Pebble Beach
	19	Tishman - FT resume drop	NA	NA
	19-20	Career Conference	9:00am - 4:00pm	Haas
	21	Starwood OCR (placeholder)	9:00am - 4:00pm	NA
	21	BREC-fast or Power-Lunch?	TBD	Faculty Club
	23	Real Estate Teach-In	TBD	64
	26	Speaker Series (Brad Wiblin)	4:00-6:00pm	C335
	27	CIM OCR	9:00am - 4:00pm	CSO
	28	Ned Speiker Event (UREC)	TBD	TBD
	TBD	BREAA Happy Hour	5:30-8:30	TBD
	TBD	1st-Year Social Event	5:00-9:00pm	TBD
<u>Month</u>	<u>Date</u>	<u>Event Name</u>	<u>Time</u>	<u>Location</u>
November	3-6	ULI Conference	All Day	Moscone Center
	9	Speaker Series (Marc Perrin)	4:00-6:00pm	C335
	9-13	Elections	Open	NA
	11-13	Greenbuild	All Day	Phoenix
	16	Speaker Series (Doug Abbey)	4:00-6:00pm	C335
	18	BREC-fast or Power-Lunch?	TBD	Faculty Club
	23	Real Estate and Economics Symposium	8:00-5:00pm	Fairmont Hotel
	23	Fall Firm Night	5:00-8:00pm	Fairmont Hotel
	23	Sustainability Panel	TBD	Fairmont Hotel
	30	Speaker Series (Open - Possibly Ken Rosen)	4:00-6:00pm	C335
	TBD	Finance Conference (Real Estate Panel)	TBD	Andersen

	TBD	UT Austin Case Competition	TBD	UT Austin
	TBD	LEED 3.0 Overview and Exam Prep Workshop	9am - 4pm	66
Month	Date	Event Name	Time	Location
December	7	Speaker Series (Dick Wollack)	4:00-6:00pm	C335
	7-18	Final exams	NA	NA
	TBD	Transition meeting	TBD	TBD

GSMI Event: The Sustainable Buildings Series: Retrofits

October 20-22, 2009
The Mission Bay Conference Center at UCSF
San Francisco, CA

Don't miss this three day conference! The Global Strategic Management Institute is starting a sustainable building series. This is the first chapter of that series, centered on retrofits. The conference will present a comprehensive program addressing the costs, savings, finance & investment informational needs of Property Managers, Facility Managers, Institutional Investors, Developers, Planners, Corporate, Government & Nonprofit Professionals.

See the pdf attached to this newsletter for more information on how to register.

BREC Website Link: <http://www.berkeleyrealestateclub.org>

The Berkeley Real Estate Club Newsletter is a news service provided by the Berkeley Real Estate Club. Please direct all questions, comments, and future news items to Brent Pace, Vice President of Communications at brent_pace@mba.berkeley.edu.



The Berkeley MBA